TAB 21

Designation Run Report

Lawrence, Stephen Plaintiff and Defense Combined Submission

Lawrence, Stephen 01-04-2019

Plaintiffs Affirmative Designations 00:47:30

Defense Counter Designations 00:04:09

Plaintiff Counter Counters 00:01:19

Defense Completeness Counters 00:03:37

Total Time 00:56:35



| | SL02-Lawrence, Stephen Plaintiff and Defense Combined Submission | |
|---------------|---|---------|
| Page/Line | Source | ID |
| Page/Line | 198:18 would go straight from the sales to QRA. So I 198:19 didn't wasn't involved in those. 198:20 Q. Okay. Then you go on to talk 198:21 about, "The main problem is that 90 stores have 198:22 been shut off from ordering controlled 198:23 substances. 60 of those, or two-thirds, are not 198:24 currently scheduled to have a site visit and 199:1 have not been told what the status is on these. 199:2 Many of these were cut off on December 10th. 199:3 It's now close to a month. This is what I've 199:4 been telling everyone for quite some time now." | ID |
| | 199:5 Who is "everyone"? | |
| 199:7 - 200:9 | Lawrence, Stephen 01-04-2019 (00:00:51) 199:7 A. This goes right back to what I 199:8 said before. The I was working with 199:9 quality the QRA group to give us more time 199:10 and not cut a customer off after the five days. 199:11 If it took the store got a questionnaire back 199:12 in six days, you know, did it matter? And we 199:13 were we just had a hard five day, we're just 199:14 going to cut them off. And that didn't make a 199:15 lot of sense to me. 199:16 And ultimately fairly I think, 199:17 I don't know what the dates are, but they agreed 199:18 and they gave a little bit more time. 199:19 Q. And that's the 199:20 A. Which helped a bunch. 199:21 Q. I'm sorry. That's the e-mail that 199:22 we saw earlier? 199:23 A. That's the previous e-mail we just 199:24 talked about. 200:1 Q. Okay. And then you go on to say, 200:2 "I spent three hours with Hartman and the 200:3 regulatory group on Friday and they are trying. 200:4 They just don't have the resources, and they are 200:5 trying to keep too much information from others. 200:6 I hope this will open up some soon. Steve." 200:7 The comment on resources, was that 200:8 your observation, or was that something that the 200:9 regulatory group told you? | SL02.70 |

| | SL02-Lawrence, Stephen Plaintiff and Defense Combined Submission | |
|-----------------|---|----------|
| Page/Line | Source | ID |
| 200:11 - 201:6 | Lawrence, Stephen 01-04-2019 (00:00:52) | SL02.71 |
| | 200:11 A. You know, I don't remember | |
| | 200:11 A. Tou know, ruott remember 200:12 exactly. I think the challenge was getting | |
| | 200:12 exactly. I think the challenge was getting 200:13 we were getting a backlog so we couldn't get | |
| | 200:13 we were getting a backlog so we couldn't get 200:14 through the Know Your Customer forms quick | |
| | 200:15 enough. So by just pure definition, you've got | |
| | 200:16 a resource issue there or something clogging it | |
| | 200:17 up. I don't specifically remember having that | |
| | 200:17 dp. 1 don't specifically remember having that | |
| | 200:19 But at the end of the day, what | |
| | 200:20 came out of it was that other e-mail where we | |
| | | |
| | 200:21 got some extra time so that we just didn't cut | |
| | 200:22 them off on five days, which was just a hard | |
| | 200:23 five-day there was no there wasn't, you | |
| | 200:24 know, meaning behind it, just five days. | |
| | 201:1 Q. At this point in time, | |
| | 201:2 Mr. Lawrence so this is December I'm | |
| | 201:3 sorry, January of 2008 in comparison to the | |
| | 201:4 300-or-so employees in sales and the 50-or-so | |
| | 201:5 employees in marketing, do you know how many | |
| 201:8 - 201:12 | 201:6 employees actually worked within QRA? | SL02.72 |
| 201.6 - 201.12 | Lawrence, Stephen 01-04-2019 (00:00:10) | 3L02.72 |
| | 201:8 A. I do not. | |
| | 201:9 Q. In comparison to your budget in | |
| | 201:10 marketing or the budget that eventually you were | |
| | 201:11 over in sales, do you know what their budget was | |
| 004.44 004.44 | 201:12 for QRA? | 01.00.70 |
| 201:14 - 201:14 | Lawrence, Stephen 01-04-2019 (00:00:00) | SL02.73 |
| | 201:14 A. No. | |
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